

Message Text

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PAGE 01 CANBER 03386 040821Z

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ACTION COME-00

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FM AMEMBASSY CANBERRA

TO SECSTATE WASHDC 3318

UNCLAS CANBERRA 3386

FOR COMMERCE

E.O. 11652: N/A

TAGS: BEXP, BFOL, AS

SUBJ: VISIT OF MR. JOHN DIXON, PRESIDENT OF
E-SYSTEMS

REF: (A) STATE 109818

(B) CANBERRA 3162

(C) USDOC 7937

1. AS REF (C) RECOGNIZES, APPOINTMENT WITH WOODS MADE
AT STOWE'S REQUEST.

2. EMBASSY HAS TWO COMMENTS RESPECTING POSSIBILITY OF
CHANGING SECONDARY INDUSTRY APPOINTMENT TO MINISTER ENDERBY,
PER PARA 2 REF (C). FIRST, EMBASSY NORMALLY REFRAINS FROM
SEEKING APPOINTMENTS AT CABINET LEVEL FOR INDIVIDUAL FIRMS
WHERE THEY APPEAR TO BE IN FIELD WITH COMPETING AMERICAN
FIRMS. WE CANNOT COUNT OF OBTAINING CABINET-LEVEL
APPOINTMENTS FOR ALL AMERICAN FIRMS WHICH POTENTIALLY DESIRE
THEM AND INTERCESSION ON BEHALF SELECTED FIRMS LIKELY TO BE
REGARDED AS EMBASSY SPONSORSHIP. THIS CONSIDERATION OF
COURSE DOES NOT APPLY WHERE SPECIAL CIRCUMSTANCES UNIQUELY
AFFECTING A SINGLE AMERICAN FIRM POINT TO SPECIFIC NEED FOR
APPOINTMENT AT THIS LEVEL, AND AMERICAN COMPETITIVE
PROBLEM DOES NOT ARISE. FOR THESE REASONS EMBASSY NORMALLY
LEAVES IT TO INDIVIDUAL FIRM TO ARRANGE CABINET-LEVEL
APPOINTMENTS FOR MARKETING DISCUSSIONS UNLESS WE ARE
SPECIFICALLY INSTRUCTED TO CONTRARY.

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EM AS PRACTICAL MATTER IN THIS PARTICULAR CASE, IT IS NOW
UNCERTAIN WHO WILL BE MINISTER FOR SECONDARY INDUSTRY BY THE
TIME OF MR. DIXON'S VISIT, SINCE NEW CABINET HAS NOT
BEEN SELECTED. THERE IS ALSO OUTSIDE POSSIBILITY THAT GOA
RESTRUCTURED CABINET MIGHT RESULT IN ABOLITION OF
DEPARTMENT SECONDARY INDUSTRY. ASIDE FROM OTHER
CONSIDERATIONS, THEREFORE, MR. STOWE'S MAY 23 REQUEST FOR
APPOINTMENT WITH ALAN WOODS HAD MERIT.

4. EMBASSY ACCORDINGLY RECOMMENDS PRESENT APPOINTMENT WITH
WOODS BE MAINTAINED, AND THAT COMPANY CONSIDER SEEKING TO
ARRANGE APPOINTMENT WITH NEW MINISTER FOR SECONDARY
INDUSTRY, WHEN AND IF APPOINTED, THROUGH ITS AUSTRALIAN
REPRESENTATIVE.
GREEN

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